

# Philip Morris USA

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right*

**PM SHIPMENTS TO MCLANE WERE BELOW ALLOCATION, AS SHIPMENTS ARE BEING DEFERRED TO THE SECOND QUARTER. MCLANE SHIPMENTS TO RETAILERS HAVE INCREASED OVER THE PAST FIVE WEEKS, MOST RECENTLY ATTRIBUTABLE TO SAM'S.**

## **TOTAL PM VOLUME MCLANE**

(millions of cigarettes)

<u>Week ending</u>	<u>PM shipped to McLane</u>	<u>McLane shipped to Retailers</u>	<u>Difference</u>
1/7/94	510.1	411.5 <sup>381.7</sup>	-98.6 <sup>128.4</sup>
1/14	105.5	477.0 <sup>437.2</sup>	-371.5 <sup>-331.7</sup>
1/21	135.4	426.8 ✓	-291.4
1/28	378.6	415.0 <sup>400</sup>	-36.4 <sup>5</sup>
2/4	1,945.0	431.9 ✓	1,513.1
2/11	773.1	425.5 <sup>443.2</sup>	347.6 <sup>327.9</sup>
2/18	540.1	445.8 ✓	94.3
2/25	522.9	461.6 <sup>5</sup>	61.3 <sup>4</sup>
3/4	209.5	475.5 ✓	-266.0
3/11	108.6	482.6 <sup>482.5</sup>	-374.0 <sup>-373.9</sup>
3/18	391.8	533.6	-141.8 ✓
3/25	241.2 <del>253.8</del>	N/A <sup>516.3</sup>	N/A <sup>-275.1</sup>

All volumes exclude ten Sam's Clubs in Michigan purchasing directly from PM.

\* Includes approximately 400 million units from previous week's allocation.